

July 16, 2007

Federal Communications Commission
Ms. Marlene Dortch, FCC Secretary
445 12th Street SW
Washington, DC 20554

Dear Ms. Dortch,

I am writing to you regarding FCC 07-32, MB 07-5, Exclusive Service Contracts for Provision of Video Services in Multiple Dwelling Units and Other Real Estate Developments.

My name is Pat Hagan. I am the owner of Blue Top Communications, a Private Cable Operator in Indiana. I wanted to express my concern that current proposed rule making within the FCC could prohibit or limit the use of exclusive contracts. This would be extremely damaging to my company, the Private Cable Operator (PCO) industry, and to the Multi Dwelling Unit (MDU) industry. Allow me to explain why.

Currently, the Private Cable Operator industry offers residents of MDU's the most flexible pricing and programming services in the industry. Because we are small, we are able to be creative with plans and pricing which positively affects the residents. We are able to move swiftly, allowing our customers the best that the Video industry has to offer. We offer enhanced customer service to the MDU owners and residents. We provide them the best of breed as we are not tied to any one provider. We offer competitive choices with flexibility and input.

But, being small has its disadvantages, too. We can compete against the MSO's such as Comcast, Time Warner, and ATT when there is a fair playing field. But we cannot compete with their deep pockets. If they offer unrealistic amounts of door money to an MDU, we cannot match this. Exclusive contracts keep the playing field fair.

Exclusive contracts also allow PCO's to invest in the newest of technologies for the MDU market and the ability to recover our investment. We do this while providing our clients with service and programs that are scalable and dynamic. The MSO's don't offer the MDU industry or its residents a choice. We do.

If the FCC takes away exclusive contracts, then it will actually do the exact opposite of what it intends to do and what it should be doing...promote competition. For without exclusive contracts, our PCO industry cannot and will not make the investment that currently gives so many positive things to the MDU community...most importantly, a choice!

Thank you for your time.

Pat Hagan
President, Blue Top Communications